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## ***Ocean Rate Bulletin***

L.A./L.B./Oakland Ports To Busan, South Korea

Pistachios

*Monthly Market Share For: October 1997*

Month\Year: 1\31

***Surcharges:***

<i><b>Carrier</b></i>	<i><b>Market Share</b></i>	<i><b>Market Share CY</b></i>	<i><b>Transit Time</b></i>	<i><b>Ocean Rate</b></i>	<i><b>BAF</b></i>	<i><b>CY</b></i>	<i><b>CAF</b></i>	<i><b>THC</b></i>	<i><b>CFS Rec</b></i>	<i><b>ARB</b></i>	<i><b>Cotton R.</b></i>	<i><b>Size</b></i>	<i><b>ContainerRate</b></i>
Cho Yang	100%	60%	11 Days	\$1,098	AI		AI	AI					\$1,098
Hanjin	0%	27%	11 Days	\$1,098	AI		AI	AI					\$1,098
Yang Ming	0%	6%	15 Days	\$1,064	\$80 <sup>1</sup>		AI	AI					\$1,144

1 Rate is per container

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## ***Ocean Rate Bulletin***

L.A./L.B./Oakland Ports To Ho Chi Minh, Vietnam

Pistachios

*Monthly Market Share For: October 1997*

Month\Year: \

***Surcharges:***

<i><b>Carrier</b></i>	<i><b>Market Share</b></i>	<i><b>Market Share CY</b></i>	<i><b>Transit Time</b></i>	<i><b>Ocean Rate</b></i>	<i><b>BAF</b></i>	<i><b>CY</b></i>	<i><b>CAF</b></i>	<i><b>THC</b></i>	<i><b>CFS Rec</b></i>	<i><b>ARB</b></i>	<i><b>Cotton R.</b></i>	<i><b>Size</b></i>	<i><b>ContainerRate</b></i>
OOCL	100%	100%	19 Days	\$1,000	\$80 <sup>1</sup>			AI		\$650 <sup>1</sup>			\$1,730

<sup>1</sup> Rate is per container

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Hong Kong

Pistachios

Monthly Market Share For: October 1997

Month\Year: 157\490

## Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
OOCL	58%	33%	15 Days	\$1,142	\$80 <sup>1</sup>			AI					\$1,222
Mitsui OSK	14%	14%	16 Days	\$1,142	\$80 <sup>1</sup>			AI					\$1,222
Maersk	13%	24%	14 Days	\$1,142	\$80 <sup>1</sup>			AI					\$1,222
COSCO	6%	8%	21 Days <sup>5</sup>										
Hyundai	6%	5%	15 Days	\$800.00	AI			AI					\$800
Cho Yang	4%	2%	16 Days	\$1,046	\$80 <sup>1</sup>			AI					\$1,126
Sea-Land	4%	2%	12 Days	\$1,142	\$80 <sup>1</sup>			AI					\$1,222
Hapag-Lloyd	3%	9%	19 Days	\$1,142	\$80 <sup>1</sup>			AI					\$1,222
Senator	3%	2%	16 Days	\$1,036	\$80 <sup>1</sup>			AI					\$1,116

1 Rate is per container

5 Transit time is based on departure from Los Angeles, CA.

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## ***Ocean Rate Bulletin***

L.A./L.B./Oakland Ports To Keelung, Taiwan

Pistachios

*Monthly Market Share For: October 1997*

Month\Year: 1\17

***Surcharges:***

<i><b>Carrier</b></i>	<i><b>Market Share</b></i>	<i><b>Market Share CY</b></i>	<i><b>Transit Time</b></i>	<i><b>Ocean Rate</b></i>	<i><b>BAF</b></i>	<i><b>CY</b></i>	<i><b>CAF</b></i>	<i><b>THC</b></i>	<i><b>CFS Rec</b></i>	<i><b>ARB</b></i>	<i><b>Cotton R.</b></i>	<i><b>Size</b></i>	<i><b>ContainerRate</b></i>
OOCL	100%	35%	14 Days	\$974.00	\$80 <sup>1</sup>		9%	AI					\$1,142
Hapag-Lloyd	0%	41%	18 Days	\$974.00	\$80 <sup>1</sup>		9%	AI					\$1,142
Yang Ming	0%	18%	13 Days	\$745.00	AI		AI	AI					\$745

1 Rate is per container

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## ***Ocean Rate Bulletin***

L.A./L.B./Oakland Ports To Kobe, Japan

Pistachios

*Monthly Market Share For: October 1997*

Month\Year: 2\2

***Surcharges:***

<i><b>Carrier</b></i>	<i><b>Market Share</b></i>	<i><b>Market Share CY</b></i>	<i><b>Transit Time</b></i>	<i><b>Ocean Rate</b></i>	<i><b>BAF</b></i>	<i><b>CY</b></i>	<i><b>CAF</b></i>	<i><b>THC</b></i>	<i><b>CFS Rec</b></i>	<i><b>ARB</b></i>	<i><b>Cotton R.</b></i>	<i><b>Size</b></i>	<i><b>ContainerRate</b></i>
Yang Ming	100%	100%	10 Days	\$166.00 <sup>16</sup>	\$5		43%	AI					\$4,242

<sup>16</sup> Rate is calculated per KT not by container.

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## ***Ocean Rate Bulletin***

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Pistachios

*Monthly Market Share For: October 1997*

Month\Year: 1\7

***Surcharges:***

<i><b>Carrier</b></i>	<i><b>Market Share</b></i>	<i><b>Market Share CY</b></i>	<i><b>Transit Time</b></i>	<i><b>Ocean Rate</b></i>	<i><b>BAF</b></i>	<i><b>CY</b></i>	<i><b>CAF</b></i>	<i><b>THC</b></i>	<i><b>CFS Rec</b></i>	<i><b>ARB</b></i>	<i><b>Cotton R.</b></i>	<i><b>Size</b></i>	<i><b>ContainerRate</b></i>
Maersk	100%	43%	15 Days	\$1,638	\$80 <sup>1</sup>			AI					\$1,718
Hapag-Lloyd	0%	57%	12 Days	\$1,638	\$80 <sup>1</sup>			AI					\$1,718

1 Rate is per container

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Singapore

Pistachios

Monthly Market Share For: October 1997

Month\Year: 10\26

## Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk	29%	27%	20 Days	\$1,292	\$80 <sup>1</sup>		15%	AI					\$1,566
OOCL	29%	23%	22 Days	\$1,292	\$80 <sup>1</sup>		15%	AI					\$1,566
Hapag-Lloyd	19%	34%	26 Days	\$1,292	\$80 <sup>1</sup>		15%	AI					\$1,566
APL	19%	8%	20 Days	\$1,292	\$80 <sup>1</sup>		15%	AI					\$1,566
Cho Yang	3%	1%	20 Days	\$1,241	\$80 <sup>1</sup>		15%	AI					\$1,507

1 Rate is per container

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Tokyo, Japan

Pistachios

Monthly Market Share For: October 1997

Month\Year: 2\29

## Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hanjin	100%	13%	11 Days	\$992.00	\$80 <sup>1</sup>		43%	AI					\$1,499
Evergreen	0%	27%	12 Days	\$1,287	\$80 <sup>1</sup>		43%	AI					\$1,920
P&O Nedlloyd	0%	13%	11 Days	\$748.00	\$80 <sup>1</sup>		43%	\$453 <sup>1</sup>					\$1,603
Yang Ming	0%	13%	10 Days	\$3,050	AI		AI	AI					\$3,050

1 Rate is per container